

KOMATSU LTD  
Form 6-K  
February 03, 2005  
Table of Contents

---

## **FORM 6-K**

# **SECURITIES AND EXCHANGE COMMISSION**

Washington, D. C. 20549

---

**Report of Foreign Private Issuer**

**Pursuant to Rule 13a-16 or 15d-16 of  
the Securities Exchange Act of 1934**

**For the month of February 2005**

**COMMISSION FILE NUMBER: 1-7239**

---

## **KOMATSU LTD.**

**Translation of registrant's name into English**

**3-6 Akasaka 2-chome, Minato-ku, Tokyo, Japan**

**Address of principal executive offices**

---

## Edgar Filing: KOMATSU LTD - Form 6-K

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.

Form 20-F  Form 40-F

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1):

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7):

Indicate by check mark whether by furnishing the information contained in this Form, the registrant is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

Yes  No

If  Yes is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82-

---

**Table of Contents**

INFORMATION TO BE INCLUDED IN REPORT

1. A company announcement made on February 2, 2005

2

Table of Contents

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Date: February 3, 2005

KOMATSU LTD.  
(Registrant)

By: /s/ KENJI KINOSHITA

---

Kenji Kinoshita  
Senior Executive Officer

**Table of Contents**

**Komatsu Ltd.**  
Corporate Communications Dept.  
Tel: +81-(0)3-5561-2616  
Date: February 2, 2005  
URL: <http://www.komatsu.com/>

**Consolidated Business Results**

**for Nine Months of the Fiscal Year Ending March 31, 2005 (U.S. GAAP)**

**1. Matters Related to Nine-month Financial Statements**

- 1) Simplified accounting procedures: Adopted in part to calculate tax expenses.
- 2) Changes in accounting procedures since the last consolidated fiscal year: None.
- 3) Changes in group of entities:

Consolidated subsidiaries

Added: 8 companies  
Removed: 4 companies

Affiliated companies accounted for by the equity method

Removed: 2 companies

**2. Results for Nine Months of the Fiscal Year Ending March 31, 2005**

- (1) Consolidated Financial Results (Amounts are rounded to the nearest million yen)

Millions of yen except per share amounts

	Nine months ended		Changes		FY ended March 31, 2004
	December 31, 2004	December 31, 2003	Increase		
Net sales	1,034,763	851,338	183,425	21.5%	1,196,418
Operating profit	70,870	41,625	29,245	70.3%	65,926
Income before income taxes, minority interests and equity in earnings	72,458	32,292	40,166	124.4%	27,036
Net income	41,718	16,393	25,325	154.5%	26,963
Net income per share (Yen)					
Basic	¥ 42.06	¥ 16.52	25.54		¥ 27.17
Diluted	¥ 42.04	¥ 16.28	25.76		¥ 27.16

- Notes: 1) Percentages shown in net sales, operating profit, income before income taxes and net income represent the rates of change compared with the corresponding nine months a year ago.
- 2) Operating profit stated hereafter is the sum of segment profit (net sales less cost of sales and selling, general and administrative expenses). It conforms to Japanese accounting principles, and does not represent consolidated operating profit under U.S.GAAP.

## (2) Consolidated Financial Position

	As of December 31,	As of March 31,
	2004	2004
Total assets (Millions of yen)	1,426,692	1,348,645
Shareholders' equity (Millions of yen)	457,020	425,507
Shareholders' equity ratio (%)	32.0	31.6
Shareholders' equity per share (Yen)	461.10	428.73

**Table of Contents****3. Projection for the Full Fiscal Year ending March 31, 2005**

(From April 1, 2004 to March 31, 2005)

Millions of yen

	<u>Net sales</u>	<u>Income before income taxes</u>	<u>Net income</u>
The full fiscal year	1,400,000	90,000	50,000

Projected net income per share (Basic)      ¥50.45

\* Announced on November 4, 2004

**4. Management Performance (Consolidated)**

Consolidated net sales for the 9-month period of the fiscal year, ending March 31, 2005, advanced 21.5% over the previous corresponding period, to ¥1,034.7 billion. Operating profit for the period improved 70.3%, to ¥70.8 billion, while net income made a solid gain of 154.5%, to ¥41.7 billion. These figures represent expanded sales and profits for three consecutive 9-month periods.

While registering sizable growth in sales in its mainstay business of construction and mining equipment, Komatsu successfully expanded business results of the industrial machinery, vehicles and other operations as well as the electronics business. As a result, all its business segments achieved increases in both sales and profits.

Concerning consolidated business results for the fiscal year, ending March 31, 2005, we are pleased to report that our projections announced on November 4, 2004 remain sound and in effect today.

**Construction and Mining Equipment**

Consolidated net sales of construction and mining equipment for the 9-month period boosted 24.1% over the corresponding period a year ago, to ¥770 billion, against the backdrop of thriving demand worldwide. With respect to profits, we faced some unfavorable developments, such as increased costs resulting from price hikes of steel materials as well as adverse effects of foreign exchange rates. We increased sales prices and continued efforts to reduce costs. While expanding sales, as a result, segment profit climbed 53.9% over the corresponding 9-month period last year, to ¥55.1 billion.

## Edgar Filing: KOMATSU LTD - Form 6-K

In particular, we accelerated sales in the major markets of North America and Europe, Central and South America as well as Asia and Oceania with strong demand for mining equipment, and the Middle East where infrastructure developments were gaining momentum. We also enjoyed good sales of new equipment centering on hydraulic excavators in Japan. While sales declined in China as demand remained sluggish due to the central government's credit squeeze measure and other adverse factors, we completed inventory adjustments earlier than our competitors and restarted local production.

### Sales of Construction & Mining Equipment by Region (Sales Destination)

Millions of yen

	Nine months ended	Nine months ended		
	December 31, 2004	December 31, 2003		
	(A)	(B)		
	1USD=¥108	1USD=¥115	Changes	
	1EUR=¥135	1EUR=¥133	Increase (Decrease) (A)-(B)	
	<u>                    </u>	<u>                    </u>	<u>                    </u>	<u>                    </u>
Japan	<b>199,495</b>	192,843	6,652	3.4%
The Americas	<b>222,566</b>	157,038	65,528	41.7%
Europe & CIS	<b>133,657</b>	102,447	31,210	30.5%
Asia* & Oceania	<b>125,267</b>	71,934	53,333	74.1%
China	<b>29,109</b>	53,679	(24,570)	(45.8%)
The Middle East & Africa	<b>59,990</b>	42,587	17,403	40.9%
<b>Total</b>	<b>770,084</b>	620,528	149,556	24.1%

\* Japan and China are excluded.



## **Table of Contents**

### **Industrial Machinery, Vehicles and Others**

Consolidated net sales of industrial machinery, vehicles and other operations grew 11.8% over the corresponding 9-month period last year, to ¥184.7 billion. Segment profit advanced 46.6%, to ¥10.5 billion.

Komatsu Group companies, such as Komatsu Forklift Co., Ltd., the agricultural and forestry equipment business of Komatsu Zenoah Co., Komatsu Industries Corporation, Komatsu Machinery Corporation and Komatsu Logistics Corp., all continued to improve their business results.

### **Electronics**

Consolidated net sales from the electronics business increased 21.9% over the corresponding 9-month period last year, to ¥79.9 billion. Segment profit marked an impressive gain of 394.1%, to ¥8.6 billion.

While growth in demand for silicon wafers slowed in the third quarter of the fiscal year, as the semiconductor industry began adjusting shipments, Komatsu Electronic Metals Co., Ltd. heightened its business by capturing strong demand for leading-edge 300-mm wafers. Advanced Silicon Materials LLC improved its business performance significantly against the backdrop of brisk demand for polycrystalline silicon and monosilane gas.

## **5. Financial Conditions (Consolidated)**

Total assets amounted to ¥1,426.6 billion at the end of the 9-month period under review, up ¥78 billion from the previous fiscal year-end, reflecting increases in inventories and trade notes and accounts receivable as a result of expanded sales. Nevertheless, total asset turnover has improved.

Interest-bearing debt totaled ¥433.3 billion, a decline of ¥26.7 billion from the previous fiscal year-end, as Komatsu continued to repay interest-bearing debt. As a result, net debt-to-equity ratio\* improved to 0.79 at the end of the 9-month period under review, compared to 0.91 at the previous fiscal year-end.

---

\* Net debt-to-equity ratio = (interest-bearing debt - cash and cash equivalents - time deposits)/shareholders' equity

---

## **Cautionary Statement**

The announcement set forth herein contains forward-looking statements which reflect management's current views with respect to certain future events, including expected financial position, operating results, and business strategies. These statements can be identified by the use of terms

## Edgar Filing: KOMATSU LTD - Form 6-K

such as will, believes, should, projects and similar terms and expressions that identify future events or expectations. Actual results may differ materially from those projected, and the events and results of such forward-looking assumptions cannot be assured.

Factors that may cause actual results to differ materially from those predicted by such forward-looking statements include, but are not limited to, unanticipated changes in demand for the Company's principal products, owing to changes in the economic conditions in the Company's principal markets; changes in exchange rates or the impact of increased competition; unanticipated cost or delays encountered in achieving the Company's objectives with respect to globalized product sourcing and new Information Technology tools; uncertainties as to the results of the Company's research and development efforts and its ability to access and protect certain intellectual property rights; and, the impact of regulatory changes and accounting principles and practices.

---

**Table of Contents****Consolidated Balance Sheets (Condensed)**

Millions of yen

	As of	As of	Changes
	December 31,	March 31,	Increase
	2004	2004	(Decrease)
	(A)	(B)	(A)-(B)
<b>Assets</b>			
Current assets:			
Cash and cash equivalents	¥ 73,000	¥ 71,406	¥ 1,594
Time deposits	72	64	8
Trade notes and accounts receivable	382,704	354,184	28,520
Inventories	303,865	255,866	47,999
Other current assets	94,523	98,861	(4,338)
<b>Total current assets</b>	<b>854,164</b>	<b>780,381</b>	<b>73,783</b>
Investments	78,285	78,872	(587)
Property, plant, and equipment - less accumulated depreciation	365,554	367,361	(1,807)
Other assets	128,689	122,031	6,658
<b>Total</b>	<b>1,426,692</b>	<b>1,348,645</b>	<b>78,047</b>
<b>Liabilities and Shareholders' Equity</b>			
Current liabilities:			
Short-term debt (including current maturities of long-term debt)	168,949	152,925	16,024
Trade notes and accounts payable	266,670	218,911	47,759
Income taxes payable	24,501	12,957	11,544
Other current liabilities	138,350	135,039	3,311
<b>Total current liabilities</b>	<b>598,470</b>	<b>519,832</b>	<b>78,638</b>
Long-term liabilities	332,264	365,660	(33,396)
Minority interests	38,938	37,646	1,292
Shareholders' equity:			
Common stock	67,870	67,870	
Capital surplus	135,788	135,675	113
Retained earnings	282,245	249,454	32,791
Accumulated other comprehensive income (loss)*	(24,329)	(23,794)	(535)
Treasury stock	(4,554)	(3,698)	(856)
<b>Total shareholders' equity, net</b>	<b>457,020</b>	<b>425,507</b>	<b>31,513</b>

	<u>¥ 1,426,692</u>	<u>¥ 1,348,645</u>	<u>¥ 78,047</u>
<b>Total</b>			
	As of	As of	Changes
	<b>December 31,</b>	<b>March 31,</b>	<b>Increase</b>
	<b>2004</b>	<b>2004</b>	<b>(Decrease)</b>
	<u>(A)</u>	<u>(B)</u>	<u>(A)-(B)</u>
* Accumulated other comprehensive income (loss):			
Foreign currency translation adjustments	<u>¥ (25,272)</u>	<u>¥ (26,825)</u>	<u>¥ 1,553</u>
Net unrealized holding gains on securities available for sale	<u>17,519</u>	<u>15,491</u>	<u>2,028</u>
Pension liability adjustments	<u>(15,938)</u>	<u>(11,861)</u>	<u>(4,077)</u>
Net unrealized holding gains (losses) on derivative instruments	<u>(638)</u>	<u>(599)</u>	<u>(39)</u>
Short & long-term debt	<u>¥ 433,315</u>	<u>¥ 460,068</u>	<u>¥ (26,753)</u>

**Table of Contents****Consolidated Statements of Income (Condensed)**

Millions of yen

	Nine months ended December 31, 2004		Nine months ended December 31, 2003		Changes Increase (Decrease)	
	(A)	%	(B)	%	(A)-(B)	%
	<b>Revenues</b>					
Net sales	¥ 1,034,763	100.0	¥ 851,338	100.0	¥ 183,425	21.5
Interest and other income	16,981	1.6	8,836	1.0	8,145	
<b>Total</b>	<b>1,051,744</b>		<b>860,174</b>		<b>191,570</b>	<b>22.3</b>
<b>Costs and expenses</b>						
Cost of sales	770,680	74.5	627,608	73.7	143,072	
Selling, general and administrative	193,213	18.7	182,105	21.4	11,108	
Interest	7,789	0.7	10,969	1.3	(3,180)	
Other	7,604	0.7	7,200	0.8	404	
<b>Total</b>	<b>979,286</b>		<b>827,882</b>		<b>151,404</b>	<b>18.3</b>
Income before income taxes, minority interests, and equity in earnings	72,458	7.0	32,292	3.8	40,166	124.4
Income taxes	27,921	2.7	13,016	1.5	14,905	
Minority interests in (income) loss of consolidated subsidiaries net	(4,104)	(0.4)	(2,895)	(0.3)	(1,209)	
Equity in earnings (losses) of affiliated companies net	1,285	0.1	12	0.0	1,273	
<b>Net income</b>	<b>¥ 41,718</b>	<b>4.0</b>	<b>¥ 16,393</b>	<b>1.9</b>	<b>¥ 25,325</b>	<b>154.5</b>

**Table of Contents****Segment Information**

Millions of yen

	Nine months ended			Nine months ended			Changes	
	December 31, 2004			December 31, 2003				
	(A)			(B)			Increase	
	1USD=108JPY			1USD=115JPY			(Decrease)	
	1EUR=135JPY			1EUR=133JPY			(A)-(B)	
	Segment		Margin	Segment		Margin	Segment	
	Sales	Profit	%	Sales	Profit	%	Sales	Profit
Construction & Mining Equipment	781,887	55,104	7.0	627,577	35,809	5.7	154,310	19,295
Industrial Machinery, Vehicles and Others	230,731	10,542	4.6	198,004	7,193	3.6	32,727	3,349
Electronics	79,976	8,622	10.8	65,751	1,745	2.7	14,225	6,877
Subtotal	1,092,594	74,268	6.8	891,332	44,747	5.0	201,262	29,521
Corporate & Elimination	(57,831)	(3,398)		(39,994)	(3,122)		(17,837)	(276)
<b>Total</b>	<b>1,034,763</b>	<b>70,870</b>	<b>6.8</b>	<b>851,338</b>	<b>41,625</b>	<b>4.9</b>	<b>183,425</b>	<b>29,245</b>

Table of Contents

## Consolidated Sales by Business Segment

Millions of yen

		Nine months ended December 31, 2004		Nine months ended December 31, 2003		Changes Increase	
		(A)		(B)		(A)-(B)	
		Ratio		Ratio			
		Sales	(%)	Sales	(%)	Sales	(%)
<b>Construction &amp; Mining Equipment</b>							
	Japan	<b>199,495</b>	<b>19.3</b>	192,843	22.7	6,652	3.4
	Overseas	<b>570,589</b>	<b>55.1</b>	427,685	50.2	142,904	33.4
		<b>770,084</b>	<b>74.4</b>	620,528	72.9	149,556	24.1
<b>Industrial Machinery, Vehicles and Others</b>							
	Japan	<b>131,075</b>	<b>12.7</b>	119,656	14.0	11,419	9.5
	Overseas	<b>53,632</b>	<b>5.2</b>	45,541	5.4	8,091	17.8
		<b>184,707</b>	<b>17.9</b>	165,197	19.4	19,510	11.8
<b>Electronics</b>							
	Japan	<b>41,560</b>	<b>4.0</b>	34,322	4.0	7,238	21.1
	Overseas	<b>38,412</b>	<b>3.7</b>	31,291	3.7	7,121	22.8
		<b>79,972</b>	<b>7.7</b>	65,613	7.7	14,359	21.9
<b>Total</b>							
	Japan	<b>372,130</b>	<b>36.0</b>	346,821	40.7	25,309	7.3
	Overseas	<b>662,633</b>	<b>64.0</b>	504,517	59.3	158,116	31.3
		<b>1,034,763</b>	<b>100.0</b>	851,338	100.0	183,425	21.5

**Table of Contents****Reference:****Consolidated Business Results for Three Months from October through December 2004**

(1) Sales by Business Segment and Segment Profit

Millions of yen

	Three months ended			Three months ended			Changes Increase (Decrease) (A)-(B)	
	December 31, 2004			December 31, 2003				
	(A)			(B)				
	1USD=105JPY			1USD=108JPY				
	1EUR=138JPY			1EUR=130JPY				
	Segment		Margin	Segment		Margin	Segment	
	Sales	Profit	%	Sales	Profit	%	Sales	Profit
Construction & Mining Equipment	267,504	19,213	7.2	214,115	11,053	5.2	53,389	8,160
Industrial Machinery, Vehicles and Others	77,926	3,461	4.4	63,170	2,048	3.2	14,756	1,413
Electronics	26,682	3,014	11.3	22,320	999	4.5	4,362	2,015
Subtotal	372,112	25,688	6.9	299,605	14,100	4.7	72,507	11,588
Corporate & Elimination	(21,325)	(987)		(15,938)	(717)		(5,387)	(270)
<b>Total</b>	<b>350,787</b>	<b>24,701</b>	<b>7.0</b>	<b>283,667</b>	<b>13,383</b>	<b>4.7</b>	<b>67,120</b>	<b>11,318</b>



**Table of Contents**

## (2) Sales by Business Segment

Millions of yen

		Three months ended				Changes	
		December 31, 2004		December 31, 2003		Increase	
		(A)		(B)		(Decrease)	
		Ratio		Ratio		(A)-(B)	
		Sales	(%)	Sales	(%)	Sales	(%)
Construction & Mining Equipment	Japan	71,188	20.3	73,534	25.9	(2,346)	(3.2)
	Overseas	191,445	54.6	138,005	48.7	53,440	38.7
		262,633	74.9	211,539	74.6	51,094	24.2
Industrial Machinery, Vehicles and Others	Japan	45,083	12.8	36,075	12.7	9,008	25.0
	Overseas	16,390	4.7	13,776	4.9	2,614	19.0
		61,473	17.5	49,851	17.6	11,622	23.3
Electronics	Japan	14,358	4.1	11,153	3.9	3,205	28.7
	Overseas	12,323	3.5	11,124	3.9	1,199	10.8
		26,681	7.6	22,277	7.8	4,404	19.8
Total	Japan	130,629	37.2	120,762	42.5	9,867	8.2
	Overseas	220,158	62.8	162,905	57.5	57,253	35.1
		350,787	100.0	283,667	100.0	67,120	23.7

## (3) Sales of Construction &amp; Mining Equipment by Region (Sales Destination)

Millions of yen

		Three months ended				
		December 31, 2004		December 31, 2003		
		(A)		(B)		
		Ratio		Ratio		
		Sales	(%)	Sales	(%)	
Japan		71,188		73,534	(2,346)	(3.2%)
The Americas		75,602		50,366	25,236	50.1%
Europe & CIS		46,513		33,213	13,300	40.0%
Asia* & Oceania		42,723		25,006	17,717	70.9%
China		6,552		15,961	(9,409)	(58.9%)
The Middle East & Africa		20,055		13,459	6,596	49.0%
Total		262,633		211,539	51,094	24.2%

\* Japan and China are excluded.